

## SEES UNREST CURE IN MINIMUM WAGE

**Brandeis Says Higher Pay Results in More and Better Output.**

Louis D. Brandeis, the Boston lawyer, and S. G. Rosenbaum, president of the National Cloth and Suit Company, explained the theory and practice of the minimum wage yesterday at the hearing of the New York State Factory Investigating Commission.

Asked by Abram L. Elkus, counsel to the commission, if a minimum wage law would increase the cost of living, Mr. Brandeis replied: "The first and complete answer to that is that it would."

Mr. Rosenbaum, who put the theory into practice in his own business two years ago, said: "I am strongly against a compulsory minimum wage for the entire state. A wages board for each industry might work out, but it should be made up only of employers and employees."

The lawyer, who is counsel to the Industrial Welfare Commission of Oregon, insisted that better pay means better work, and declared that, instead of an increase in the cost of production, there would be a gain in efficiency.

A large number of people do not work as much as 50 per cent of their potential efficiency, he went on. "An employer will always get increased efficiency from a reasonable increase in wage. It is almost deadening to an employee not to receive an increase."

"We cannot by any public or private charity possibly carry the load which we are building up by our industrial system. The state will have to pay for this with compound interest, at a compound interest of pawnbrokers' rates. Minimum wage legislation is one method of relieving this condition."

Less than 10 per cent of the 3,000 workers, mostly women, employed by the National Cloth and Suit Company receive the minimum of \$8 fixed two years ago, Mr. Rosenbaum told the investigators. Moreover, the concern tried to train them to receive less. A school with two teachers is part of the plant. All applicants who are accepted attend this school from one year to three months.

Among the speakers at yesterday's hearing was Professor M. B. Hammond, vice-chairman of the Industrial Commission of Ohio, who advocated minimum wage legislation and its results in Australia. He said there could be no doubt that it had been an effective remedy against sweating.

## NOTES OF TRADE AND INDUSTRY

Importers of woolen goods, both for men's and women's wear, have not only had very heavy losses during the last year, but their future position is uncertain. Domestic manufacturers of woolens had poor business for the home trade for many months, but are making up a large part of their loss here by means of large exports at good prices.

For a few weeks after August 1, even though cabled cancellations of orders had been sent by selling houses here to their principals abroad, large shipments of woolens were made from England. Manufacturers in Europe failed to realize that there would be no market for their goods here, and that there would soon be a tremendous demand for woolen materials at home because of war needs. Within the last four months practically all shipments of woolens from many European manufacturers to this country have ceased.

Agents for foreign manufacturers are confident that within a few months all of their goods in stock here will find a ready market, owing to the great advance in prices for materials and the fact that a shortage of wool and of goods is inevitable because of the waste in war. The German army is seizing all available woolen materials, and yet it is reported that the supply for even army needs in that country is below the amount needed to keep fresh recruits up to the high standards of equipment efficiency of the various armies put in the field. The English, French and Russian armies are gathering wool and woolens from all parts of the world.

The high populations of Europe undoubtedly will be small buyers of clothing during the war, but in the mean time their garments will wear out and the need of replenishment will be great, in the opinion of leading importers. That Europe will have use for all of the woolens it can turn out for the local market.

Muslin Underwear and Infant's Wear. Chicago—Singer Co., Miss Anna, infants' clothes, \$1.50; men's undershirts, \$1.50; men's undershorts, \$1.50.

CLEVELAND—William Taylor, Son & Co., Mrs. Nellie, 4th fl., 1st floor.

DETROIT—Tobey's, 1250 Broad.

NEW ORLEANS—Maurice, Isaac Co., B. Isaac, 1800 St. Charles.

SAN FRANCISCO—Mrs. Minnie S. Stiney, 115 W. 2nd St., 14th floor.

Silk Dress Goods and Wash Goods. COLUMBUS—Maurice, Maurice Co., P. Springer, 2nd fl., 200 W. 2nd St., 2nd floor.

DETROIT—William H. Black Co., Miss Harry, 200 W. 2nd St., 1st floor.

MICHIGAN—Maurice, Maurice Co., P. Springer, 2nd fl., 200 W. 2nd St., 1st floor.

MOBILE—L. Haun, D. G. Co., Mr. Wagner, and others, 100 W. 2nd St., 1st floor.

NEW YORK—J. E. Hartman, 100 W. 2nd St., 1st floor.

SAN FRANCISCO—The Emporium, Mr. Burkett, 100 W. 2nd St., 1st floor.

Silk Suits for Men as proposed by the silk manufacturers of Paterson, N. J., as a source of sales for their product, which will keep their machinery from idleness during the next few months, will take a long time to get into fashion, according to clothing retailers. If masculine prejudice against silk suits is overcome, however, it must be done by means of plain and dark dyed materials, from which all trace of feminine suggestion has been removed in finishing, according to the ideas of one retailer.

During the last two weeks thousands of salesmen for all kinds of manufactured products have been sent around the country by their employers to take advantage of the improving business conditions. The principal section where there has been a sharp improvement is not in sentiment, but in actual conditions of business has been in the South. The advancing price of cotton, has brought more money to that section, while thousands of stores in the cotton country let their supplies of all kinds of materials get to the vanishing point during the last half of 1914 and were forced to listen to salesmen this month.

A summary of business conditions in the country as a whole, as made by a leading sales representative here, is: "Sales of dozens of articles for the next six months will be heavier than for the same period in 1914, merely because of the fact that all kinds of goods are out of stock in distributors' hands."

The price of worsted yarns, of the grades used in sweaters, mufflers, hats, gloves and other knitted garments, has advanced to such a high level that some manufacturers have been compelled to use more cotton in their garments than ever before, and the tendency is still further use of cotton. In fact, excepting at such expense that it will be far beyond the means of the average purchaser of sweaters, the "all-wool" sweater is reported in the trade to be no longer obtainable.

Trade orders for knitted garments are about finished, according to reports, as it would be too late now, in view of the sold-up condition of many manufacturers, to get the garments to the stores before the mild weather of spring made them unnecessary.

"Bradstreet's" has the following:

Production and performance appear clearly linked in the reports received this week from the textile districts. Bradstreet's expects the business situation remains fair, from satisfactory, and the important fact is that the trend is upward. The market is not over-supplied with goods, and the manufacturers are members of the crisis through which the world is passing.

It is the general opinion to receive from Bradstreet's that the market will be still further use of cotton, in fact, excepting at such expense that it will be far beyond the means of the average purchaser of sweaters, the "all-wool" sweater is reported in the trade to be no longer obtainable.

Trade orders for knitted garments are about finished, according to reports, as it would be too late now, in view of the sold-up condition of many manufacturers, to get the garments to the stores before the mild weather of spring made them unnecessary.

The New Haven Railroad Company this week is closing for 18,000 tons of coal for 1915 requirements. The tons are specified among several mills and mine companies and close inspection are demanded. The company held

## WHAT THE BUYERS WILL LOOK AT TO-DAY

### Cloaks and Suits.

ALBANY—Waldman Bros., Waldman and Miss Akron, Ohio—A. Polley, H. Polley, 525 4th St., 2nd floor.

ATLANTA—G. D. Zerner Co., T. W. Clark, 322 Peachtree St.

BIRMINGHAM—H. C. Anderson Co., G. Morris, 10 W. 2nd St., 14th floor.

BIRMINGHAM—Burke, D. G. Co., S. Phillips, 345 W. 2nd St., 14th floor.

BOSTON—Harris, Emery Co., D. B. Leeman, 10 W. 2nd St., 14th floor.

BIRMINGHAM—Robert Schwartz & Co., R. Schwartz, 13 E. 22nd St., 18th floor.

CHATTANOOGA—D. B. Leeman Co., D. B. Leeman, 10 W. 2nd St., 14th floor.

CHICAGO—Harris, Emery Co., C. Hoffheimer, 10 W. 2nd St., 14th floor.

DALLAS—J. N. Neiman, Marcus Co., A. Neiman, 10 W. 2nd St., 14th floor.

DALLAS—T. H. Clegg, T. H. Clegg Co., Mr. Clegg, 10 W. 2nd St., 14th floor.

EL PASO—Poplar D. G. Co., I. Weiss, 525 W. 2nd St., 14th floor.

FORT WORTH—F. C. Stripling, F. Lee, 39 W. 2nd St., 14th floor.

HARRISBURG—J. S. Clark and Sons, 10 W. 2nd St., 14th floor.

HOLLYWOOD—J. S. Clark and Sons, 10 W. 2nd St., 14th floor.

KNOXVILLE—E. G. Schaeffer Co., E. Schaeffer, 10 W. 2nd St., 14th floor.

MEMPHIS—H. C. Anderson Co., Mr. Miller, 10 W. 2nd St., 14th floor.

MINNEAPOLIS—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

MONTGOMERY—H. C. Anderson Co., Mr. Miller, 10 W. 2nd St., 14th floor.

NEW YORK—J. L. Jones, 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.

NEW YORK—J. C. Clegg, J. C. Clegg Co., 10 W. 2nd St., 14th floor.